

## Message Text

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14/70

ACTION ARA-10

INFO OCT-01 ISO-00 DLOS-04 OFA-01 CIAE-00 DODE-00 PM-04

H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 USIA-06 AID-05 AGR-05 EB-07 CIEP-01 TRSE-00

STR-04 OMB-01 CEA-01 /086 W  
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R 201350Z FEB 76

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 9087

INFO AMCONSUL GUAYAQUIL

C O N F I D E N T I A L QUITO 1395

E.O. 11652: GDS

TAGS: PFOR EFIS ETRD EC PINR

SUBJECT: CONVERSATION WITH FONMIN AMANDO PESANTES ON US-ECUADOREAN  
RELATIONS, FISHERIES, THE TRADE REFORM ACT, AND MEETING OF  
77 IN MANILA

1. I CALLED AT MY REQUEST FEBRUARY 19 ON THE NEW FOREIGN  
MINISTERJRM AMBASSADOR ARMANDO PESANTES GARCIA. HE WELCOMED ME  
CORDIALLY. I EXPRESSED MY CONGRATULATIONS ON HIS APPOINTMENT  
AND SPOKE OF MY APPRECIATION FOR THE CORDIAL COOPERATION WHICH  
MEMBERS OF THE EMBASSY AND I HAD ALWAYS RECEIVED FROM THE FOREIGN MIN  
ISTRY.

2. REFERRING TO OUR "PERENNIAL PROBLEM OF FISHING", I SAID  
THAT I WAS OPTIMISTIC REGARDING IT. THANKS TO THE MEASURES  
WHICH WE BOTH HAD UNILATERALLY TAKEN, THERE WAS A GOOD CHANCE  
OF GETTING THROUGH THIS FISHING SEASON WITHOUT INCIDENT.  
THE CHANCELLOR INTERRUPTED ME TO AGREE AND TO REMARK THAT  
WITH A LITTLE LUCK WE WOULD INDEED GET THROUGH IT. IN  
REFERRING TO THE DISCUSSIONS WE HAD HAD ON THREE OCCASIONS  
HERE ON ARTICLE 53 AND THE UT LINES OF A REGIONAL TUNA  
AGREEMENT, I SAID THAT BOTH THE US DELEGATION AND I WER  
PLEASED WITH THE PROGRESS WHICH HAD BEEN MADE. I  
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EXPRESSED MY PERSONAL PLEASURE THAT THE GOE DELEGATION

TO THE UPCOMING NEW YORK TALKS WOULD BE HEADED BY SUB-SECRETARY JOSE AYALA, A PERSON WHOSE KNOWLEDGE OF THE SUBJECT AND SENSE OF HUMOR MADE HIM A PLEASANT, IF HARD, NEGOTIATOR.

3. THE FOREIGN MINISTER THANKED ME FOR MY COMMENTS AND SAID HE SHARED THEM. I COULD FIND IN HIM, HE CONTINUED, A FRANK AND OPEN DIPLOMAT. WHILE "NOT BORN YESTERDAY, NEITHER AM I A CHILD OF THE PAST CENTURY. I BELIEVE THAT SERENE AND LOGICAL DISCUSSION CAN HELP US PASS THROUGH THE MOST DIFFICULT PROBLEMS." HE SPOKE OF HIS DESIRE FOR CORDIAL RELATIONS WITH THE UNITED STATES, WHICH HE REFERRED TO AS "OUR BIGGER BROTHER", A TERM WHICH I HAVE NOT RECENTLY HEARD IN THESE PARTS.

4. SINCE I ASSUMED IT WOULD COME UP SOONER OR LATER, I BROUGHT UP MYSELF THE QUESTION OF THE TRADE ACT. I SAID THAT VZS ATTITUDE OF ECUADOR WAS FULLY UNDERSTOOD AND APPRECIATED BY THE DEPARTMENT AND THE ADMINISTRATION. BOTH HAD BEEN ATTEMPTING TO PERSUADE THE CONGRESS TO AMEND THE TRAT REMOVE THE EXCLUSION OF ECUADOR (AND VENEZUELA). UNFORTUNATELY, HOWEVER, AS THE SECRETARY HAD STATED ONLY THE OTHER DAY IN A PRESS CONFERENCE, THE PROSPECTS WERE SLIGHT OF THE CONGRESS ACTING FAVORABLY THIS YEAR ON THE ADMINISTRATION'S REQUEST. PESANTES NODDED HIS AGREEMENT AND SAID THAT IT WAS A PITY THAT EVERY FOUR YEARS THE UNITED STATES WAS CONVULSED BY THE ELECTORAL PROCESS. INSOFAR AS THE TRA WAS CONCERNED, HE THOUGHT THAT ECUADOR HAD TAKEN ITS POSITION WITH CALMNESS AND SERENITY. PERSONALLY, HE HAD BEEN SURPRISED BUT PLEASED THAT PUBLIC REACTION BOTH IN ECUADOR AND VENEZUELA TO THEIR EXCLUSION FROM THE BENEFITS OF THE TRA HAD NOT ASSUMED A DIFFERENT AND POSSIBLY VIOLENT FORM. THE FACT WAS THAT THE TRA WAS AN IMPENETRABLE WALL IMPEDING THE CONTINUING DEVELOPMENT OF CLOSER RELATIONS. THE MATTER WAS PARTICULARLY SERIOUS FOR ECUADOR SINCE THE UNITED STATES WAS BOTH ECUADOR'S BEST CUSTOMER AND ALSO ITS LARGEST SUPPLIER. HE HOPED THE "WALL" WOULD BE REMOVED.

5. I ASKED THE FOREIGN MINISTER HOW HIS TRIP TO THE CONFIDENTIAL

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MEETING OF 77 IN MANILA HAD GONE. HE IMMEDIATELY SHOWED HIS IRRITATION AT THE FACT THAT HE HAD BEEN DISPATCHED AS HIS COUNTRY'S REPRESENTATIVE TO THE MANILA MEETING WITHIN LESS THAN A DAY AFTER HAVING ARRIVED IN QUITO TO TAKE UP HIS DUTIES. IN FACT, HE TOLD ME, HE HAD SPENT AS MUCH TIME AT AIRPORTS AND IN AIRPLANES AS HE HAD IN THE MEETING. AS FOR THE MEETING ITSELF, HE HAD FOUND A COMPLETE UNANIMITY ON THE FUNDAMENTALS, NAMELY THAT DEVELOPING

COUNTRIES WERE DETERMINED TO IMPROVE AND BETTER THEIR CONDITIONS. THE GROUP, HOWEVER, WAS DIVIDED INTO TWO PARTS: THOSE WHO WISHED TO TAKE VIOLENT ACTION AND IMPOSE THEIR VIEWS ON THE DEVELOPED WORLD AND THOSE (A MAJORITY), OF WHICH ECUADOR FORMED A PART, WHO WERE CONVINCED THAT THE ONLY LASTING CHANGE WOULD BE BROUGHT ABOUT THROUGH DISCUSSION AND ACCOMMODATION. I SAID THAT THIS WAS PRECISELY THE POLICY WHICH THE USG WAS FOLLOWING, AS I HOPED OUR CURRENT ACTIONS AT THE PARIS MEETING WERE DEMONSTRATING. SECRETARY KISSINGER HAD ONLY YESTERDAY IN CARACAS ADDRESSED SOME REMARKS TO THIS POINT. A FULLER EXPOSITION OF OUR POLICY ON "NORTH-SOUTH" ISSUES WAS CONTAINED IN THE SECRETARY'S SEPTEMBER 1 SPEECH BEFORE THE UNGA. PESANTES ASKED THAT I SEND HI THESE SPEECHES, AND I REPLIED THAT I WOULD DO SO.

6. COMMENT: MY INITIAL IMPRESSIONS OF PESANTES ARE FAVORABLE. THEY ACCORD WITH WHAT WE KNOW ABOUT HIM FROM INFORMATION HERE AND FROM PEOPLE WHOSE JUDGMENT WE RESPECT WHO KNOW HIM. HE SEEMS TO SPEAK WITH OPENNESS AND FRANKNESS AND MAY, AS REPORTED, BE WELL DISPOSED TOWARDS THE UNITED STATES. CERTAINLY HE BEARS US NO ANIMUS. I THINK THAT WE CAN LOOK FORWARD TO A CONTINUATION OF THE SAME PRODUCTIVE RELATIONSHIPS WITH HIM AS WE HAD WITH HIS PREDECESSOR.  
BREWSTER

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## Message Attributes

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